



## QUOTATION SERVICE DESCRIPTION AND IMPORTANT NOTICES

### 1. Quotation Service

1.1 Article Number: 2150593

#### 1.2 Scope:

Hilti will provide a quotation for the supply of Hilti Anchor / Fire-stop / Installation products according to the requirements communicated by the customer, as summarised in the Service Request. In the case that Hilti cannot provide a quotation for a specific situation this will be clearly communicated to the customer. Calculation and/or design is not in scope for the Quotation Service, but can be ordered as a separate Calculation Service.

#### 1.3 Cost:

The 'Quotation Service' is generally a **non-charged service**. If the overall effort to elaborate the quotation for all Hilti products takes more than 4 man-hours to complete (e.g. due to the complexity of the data / requirements provided by the customer), Hilti reserves the right to charge for every additional hour at a rate equivalent to that set for the Calculation Service (see the [Hilti website](#) for rate). If the effort to elaborate the quotation is likely to exceed 4 man-hours the customer will be informed of this prior to the commencement of work. The customer can reduce the work package by selecting a representative area for the building in question.

The customer is also encouraged to provide clear and detailed service inputs to increase the productivity of the Hilti Supporting Engineer and increase the chances of completion of the quotation within the 6 man-hour effort limit. The most detailed documentation which returns the quickest service output is a filtered tender text. Hilti may refuse to provide a quotation, in particular if relevant input by the customer is missing.

#### 1.4 Service Inputs

Prior to commencement of work on the quotation, Hilti will send the customer a summary of the input provided by the customer ("Summary of Request") and the estimated delivery date for the quotation. The customer is required to check the accuracy and completeness of the information stated in the Summary of Request and inform Hilti of any misalignments in writing by email. Otherwise, all information included in the Summary of Request is assumed to be complete and correct.

#### 1.5 Quotation Service Output

Based on the customer information stated in the Summary of Request, Hilti provides the quotation in the form of a Commercial Estimate containing a list of supports offered with pricing. The Commercial Estimate is non-binding unless a binding offer is specifically requested by the customer. Preparation of a binding offer may result in the accrual of additional costs which Hilti may invoice to the customer. This will be determined on a case by case basis. Hilti will inform the customer of such costs prior to the commencement of work on the binding offer.

The Quotation Service consists of:

- a) **Positions List:** The Quotation comprises of a list of positions; each position represents a support or application which is intended to fulfil the requirements of the customer request. Each position is given a reference number (left most column) this may have been provided by the customer or generated by Hilti. The position reference number may be used as naming for the

associated CAD, PROFIS and other output documents and files for that position. Each position contains all articles used in the support / solution with the Article numbers (second column), Units (third column), Description (fourth column), Unit price (fifth column) and Price (sixth column). The positions are summed up to give the 'Sum Total' in the right most columns at the bottom of the position list.

- b) **Material List:** The material list is a consolidated list of all materials used in the positions and provides prices and quantities per item i.e. do not take into account the relevant packaging units. If alternative positions have been offered, then there will be two Material Lists. The first containing all articles which make up the standard positions. The second containing all articles which make up the standard positions except for those positions where an alternative exists plus the alternative positions. For more details on pricing refer to section 2.

**Fax / E-Mail** Date: 13.10.2016 Page: 1

From: John Pollitt T: 09825916060877  
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To: FACIL Installation LTD, Regional Office, Schaan T: 09876726421915  
Attn: Of Paul Smith E-Mail: paul.smith@hilti.com

Copy to sales rep: Sergio Giombetti T: 098767334050379  
E-Mail: sergio.giombetti@hilti.com

Please use the following information when referring to this offer: QT-Nr.: Q100059233  
Cust.-Nr.: 10279404

**Offer for Quote/Tender, Your Request Dated 13.10.2016**  
Project: BV-Test October 13, 5494 Schaan

Dear Mr. Smith,

We thank you for your request for a Quotation on the 13.09.2016. Attached, our free and non-binding offer established on the basis of our General Trade Terms, the current version can be found online at [www.hilti.com](http://www.hilti.com).

This offer was constructed based on your input information and the terms and conditions of the service which can be found online at: [www.hilti.com](http://www.hilti.com). Our estimate refers exclusively to Hilti products and is not applicable to products of other manufacturers. Assembly work and other logistic services are not included in the estimate. The estimated prices are based on typical structures which are in some cases pre-calculated and prices for structures for real demands may vary in comparison. Therefore, it lies exclusively in your area of responsibility to check the information on agreement and the application requirements.

We point out that the amounts are charged in accordance with the Offer position and do not correspond to the packaging units at delivery. Non Hilti items are not part of the Hilti program of delivery and therefore will not be offered. The offered prices are net prices and, therefore, upon purchase, tax will be added according to established law; all prices are non-binding.

Discounts: As far as a basic agreement exists, discounts will be taken into consideration in the price establishment. Payment: Multiple payment options are available and one can be chosen in accordance to your need. Delivery: Multiple delivery options are available and one can be chosen in accordance to your need.

All information should be examined by a third party with respect to the conditions and requirements and the correctness of the agreement. We stay available for further questions. Best Regards Hilti John Pollitt

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**Training Services** **Engineering Services** **BIM/CAD Library** **Profis Design Software**

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Fig. 1: Sample offer

**Quotation Service Offer** QT-Nr.: Q100059233  
Client-Nr.: 10279404  
Project: 10279404  
Customer: Milka/Lupa/Marbo

Position/Article number	Qty	Units	Description	Unit Price	Price	Price/Alternative
1.1	10 000	pcs	MQ Channel System, Galvanised 5x DN 80 (O.D. 88.9 mm) steel pipe, (P-G-TF-1-C-M-GL)			
			Single Position		51.50 €	
			Total Price		515.00 €	
1.1a	10 000	pcs	*** Alternative position *** MQ Channel System, Galvanised 5x DN 80 (O.D. 88.9 mm) steel pipe, (P-G-TF-1-B-M-GL)			
			Single Position		38.94 €	
			Total Price		388.40 €	
2.1	10 000	pcs	MQ Channel System, Galvanised 5x DN 50 (O.D. 60.3 mm) steel pipe, (P-G-T-1-C-L-GL)			
			Single Position		43.99 €	
			Total Price		439.90 €	
<b>Sum Total:</b>					<b>954.90 €</b>	
Alternative Solutions Sum Total:						<b>828.34 €</b>

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Fig. 2: Sample materials list

Commercial Estimate may be partially or totally constructed using 'Typicals'. A 'Typical' is a pre-calculated support solution which uses a pre-determined Bill of Materials (BoM), assuming typical loading requirements which represent a common configuration for a certain application. Typicals are load rated and dimensionally limited based on Hilti-published static load data and design methodologies, as well as generic, non-project specific design assumptions. Typicals may therefore not meet exactly those technical requirements which would be needed to cover the technical requirements of the project specific application. Thus, Typicals must be evaluated by the customer or the responsible Engineer to determine their suitability for the actual, project specific design criteria and requirements.

A 'Typical Page' can be found in 'Typical Manuals' provided on the Hilti website.

A 'Typical Page' contains the following information:

- Base Material
- Product line
- Capacity limit
- Loading capacity limits
- Spacing
- Insulation thickness (if applicable)
- Isometric drawing w/ or w/o a referenced Bill of Materials

## 1.6 Not provided as standard output of Quotation Service

Any customer input is exclusively considered for the purpose of providing the Commercial Estimate. Hilti does not assume responsibility for the calculation and / or design of the suggested Hilti products as part of the Quotation Service. If a calculation and / or design is required, please refer to the separate Calculation Service.

The Quotation Service **does not** consider or provide pricing for solutions that are subject to the following technical requirements:

- Supports considering Thermal Expansion / Contraction
- Seismic Resistant Design
- Fire Resistant Design
- Dynamic Loading
- Pipe Insulation / Avoid Condensation
- Specific Approvals
- Other requirements

## 2. General Terms and Conditions for provision of the Hilti Quotation Service

The non-binding Commercial Estimate is prepared based on the customer's input which is summarised in the Summary of Request. It is subject to the correctness and completeness of the information the customer provides, and dependent on the customer having independently reviewed the Summary of Request as well as the list of requested products and services with regard to any possible specifications provided by third parties (such as planners, developers) and their conformity to technical and legal requirements.

Prices are quoted for single products and do not take into account the relevant packaging units. Thus, prices for the overall solution presented in the Commercial Estimate may differ due to the fact that products are only delivered in the applicable packaging units.

Customer may specifically ask for actual unit prices. Items not included are not supplied by Hilti and therefore are not offered. The Commercial Estimate does not include assembly work.

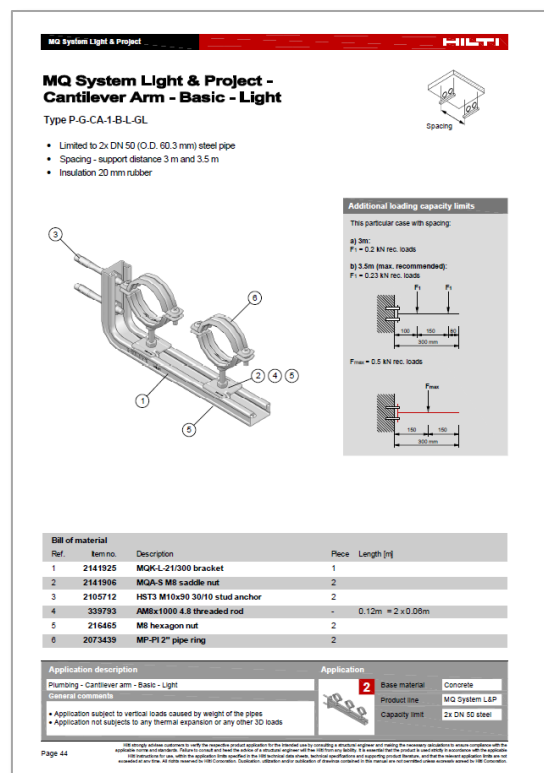


Fig. 3: Sample Typical Page

The prices quoted are net prices and therefore do not include any applicable value added tax; all prices are subject to change.

In case any specific discounts, payment or delivery terms have been prior agreed in writing with customer, these shall apply. Otherwise, the relevant Hilti general terms of sales shall apply.